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Debbs Potts Oregon State Lottery Commission Building

500 Airport Road SE
Salem, OR 97301

OREGON STATE LOTTERY COMMISSION MEETING APRIL 25, 2025

Lottery Commission: Marty Ramirez, chair
Charlie Conrad
Jennifer Geller
Jeff Weller
Julie Wilcox

Director: Mike Wells

Chair Ramirez called the April 25, 2025, Oregon State Lottery Commission meeting to order and stated for the record that the commissioners are attending the meeting via a web meeting, and a quorum of commissioners is present.

Commissioners present at roll call: Commissioners Conrad, Geller, Weller, Wilcox, and Chair Ramirez.

A. PUBLIC COMMENT

Chair Ramirez stated that members of the public had the opportunity to provide written public comment and confirmed with the clerk that no public comment was received.

B. DIRECTOR'S REPORT

Presenter: Mike Wells, director

Lottery news

Director Wells shared that today marks the 40th anniversary of the Oregon Lottery and shared information about the creation and evolution of the Lottery.

Director Wells reported that Lottery is in the process of building the FY26 strategic plans and budget that will be presented during next month's work session, along with a look-back at FY25.

Lottery will host an all-agency training day on May 1 that will provide an opportunity for employees to come together for learning, problem-solving, and meaningful discussions with colleagues, along with a celebration of Lottery's 40th anniversary.

Legislative update, Exhibit 1

With about two months left in the 2025 legislative session, several bills related to Lottery continue to move forward. More information was provided in the memo that was included in the meeting materials.

Director Wells reported that May 4-10 is Public Service Recognition Week which honors the dedication, contributions, and connections between public employees, state agencies, and the communities they serve. Director Wells congratulated Lottery's Ambassador of Public Service Award winners, Katie Hutson, Krystal Smith, and Vikranth Vaddi, who were nominated for the award by their peers and were selected for their outstanding work, dedication and positivity.

Winners – Director Wells shared stories about the following winners:

- One year ago this month, Charlie S. was one of three winners of a \$1.3 billion Powerball. To mark the anniversary, Lottery checked in with Charlie and shared an update with the media. KATU-TV featured the story on their website.
- Terri G. of Albany won \$50,000 playing Second Chance from a holiday Scratch-it, Reindeer Games.
- A sports bettor from Portland placed a \$53.30, 14-leg parlay on multiple international soccer leagues and won \$20,463.39.

Follow-up from the March 28, 2025, OSL Commission meeting, Exhibit 2

There were no follow-up items from the March 28, 2025 meeting.

C. MINUTES OF THE PREVIOUS MEETING, Exhibit 3

Presenter: Marty Ramirez, chair

The Commission reviewed the draft March 28, 2025, Oregon State Lottery Commission meeting minutes, which were circulated in advance of the meeting. There were no recommended changes.

Chair Ramirez called for a motion.

Commissioner Weller moved that the minutes of the March 28, 2025, Oregon State Lottery Commission meeting be approved as final, as presented today.

Commissioner Wilcox seconded the motion.

The motion passed by a 5-0 quorum vote, with Commissioners Conrad, Geller, Weller, Wilcox, and Chair Ramirez voting aye.

D. FINANCIAL REPORT, Exhibits 4-7

Presenter: Karl Strauss, controller

Financial statements, January 2025, February 2025, March 2025

Strauss shared a summary of Lottery's financial health and provided an overview of the third quarter financial statements, including revenue, expenses and variances in the operating statement, and the services and supplies supplemental schedule.

Chair Ramirez called for a motion.

Commissioner Wilcox moved that the Oregon State Lottery financial statements for the months ended January 31, February 28, and March 31, 2025, be approved for the record as presented today. Commissioner Weller seconded the motion.

The motion passed by a 5-0 quorum vote, with Commissioners Conrad, Geller, Weller, Wilcox, and Chair Ramirez voting aye.

E. STAFF UPDATES

Presenters: Noel Coombes, data scientist; Tina Erickson, manager, lottery products portfolio; Kerry Hemphill, manager, sports betting products; Sar Richards, manager, video gaming products; and Stacy Shaw, senior manager, product marketing

Safer Play update

Shaw began the presentation by noting that the terminology has changed from responsible gambling to safer play, which also changed the philosophy of the program to make it more inclusive and less stigmatizing and judgmental.

Shaw provided an overview of the Safer Play program, information about its goals, the Code of Practice and areas of focus. Shaw reported on the 2024 Safer Play Program Impacts Report, including metrics for brand promise, marketing and advertising, and required training for Lottery retailers and employees. The presentation included key accomplishments in 2024 that include research, new marketing campaigns and content, and advanced, role-specific staff training. Focus areas for 2025 include affected others research and marketing, new retailer training, and World Lottery Association certification.

- Chair Ramirez and Commissioner Conrad shared their appreciation for the work that is put into this comprehensive program.
- Commissioner Conrad asked follow-up questions about the mechanics of the funding and partnership with Oregon Health Authority, employee training survey results, and pilot programs.

Financial insights

Coombes presented the net revenue and transfers comparison to the December 2024 DAS forecast for the third quarter and fiscal year-to-date, including the following statistics:

- Net revenue for the quarter was \$353 million, 1.8 percent lower than the previous year, and 5.5 percent below the December revenue forecast.
 - Transfers for the quarter were \$220.6 million, 2.6 percent lower year-over-year, and 5.9 percent below the transfer forecast.
 - Year-to-date net revenue is \$1,058.8 million, 1.6 percent lower than the previous year, which is 4.6 percent below DAS' June forecast.
 - Year-to-date expected transfers are \$665.6 million, which is 2.2 percent lower than last year and 4.5 percent below the June forecast.
 - Year-to-date gross revenue is \$12.8 billion with Video Lottery making up 92.4 percent of gross revenues and 91.8 percent of gross revenues paid out in prize expenses.
- Commissioner Conrad asked follow-up questions about the DAS forecasts and requested information about past forecasts and their variances from actuals.

Product performance quarterly update

Lottery products - Erickson shared that Lottery has introduced a 40th anniversary Pot of Gold ticket that is performing well and expected to sell out. Scratch-it sales are \$44.7 million year-over-year, which is up 15.12 percent. The average purchase price is \$4.56

- Commissioner Wilcox asked about the public response to the anniversary ticket and Erickson stated that people like the theme and prize structure.

Jackpot and Keno sales are down year-over-year which is attributed to lower jackpots than the previous years. Sales for these games are driven by higher jackpots. Erickson noted that changes to the Mega Millions game went into effect on April 5.

Video Lottery - Richards provided a quarterly update on Video Lottery, reporting that year-over-year sales for the quarter were \$288 million, down about 2.77 percent. During the third quarter, Lottery replaced 298 E-20 terminals, with 436 remaining in the field. Richards highlighted the new games that were launched during the third quarter, along with upcoming game launches.

Sports betting - Hemphill shared that the third quarter saw over \$219.2 million in turnover, and over \$29.5 million in gross gaming revenue.

Year-over-year growth included:

- The number of bets placed was up 6.8 percent.
- The turnover was up 5.8 percent.
- The number of unique active customers was up 12.2 percent.
- Gross gaming revenue was up 18 percent.

Hemphill shared that the top sports this quarter were football, which included the Super Bowl, and basketball, making up 59 percent of total turnover and 69 percent of gross gaming revenue.

F. COMMISSIONER COMMUNICATIONS AND OTHER BUSINESS

Commissioner Wilcox congratulated the Ambassador of Public Service Award winners and asked if Lottery still conducts retailer integrity checks to ensure retailers are performing their roles as outlined in the retailer contract. Director Wells confirmed that retailer integrity checks are still performed regularly.

Chair Ramirez stated that the next monthly commission meeting and work session is scheduled on May 30, 2025, and adjourned the meeting.

The Oregon State Lottery Commission approved these minutes on May 30, 2025.

Alisa Zavala, Senior Executive Assistant
Lottery Director's Office

Approved by:

Commissioner Marty Ramirez, Chair
Oregon State Lottery Commission

OSL Commission meeting exhibits are available for one year on the [Oregon Lottery's website](#).